EXHIBIT E

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August 6, 2003

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T. BRUCE GODFREY

Robert A. Gaumont, Esquire Piper Rudnick 6225 Smith Avenue Baltimore, Maryland 21209

Re:

Xerox v. Phoenix Color, et al

Civil Action No.: WDQ 02 C♥ 1734

Dear Mr. Gaumont,

Enclosed, please find a legible copy of the document that you requested. Please contact me if you have any questions or concerns.

Very truly yours,

WEINSTOCK, FRIEDMAN

& FRIEDMAN, P.A.

Rosemary E. Allulis

Enclosure

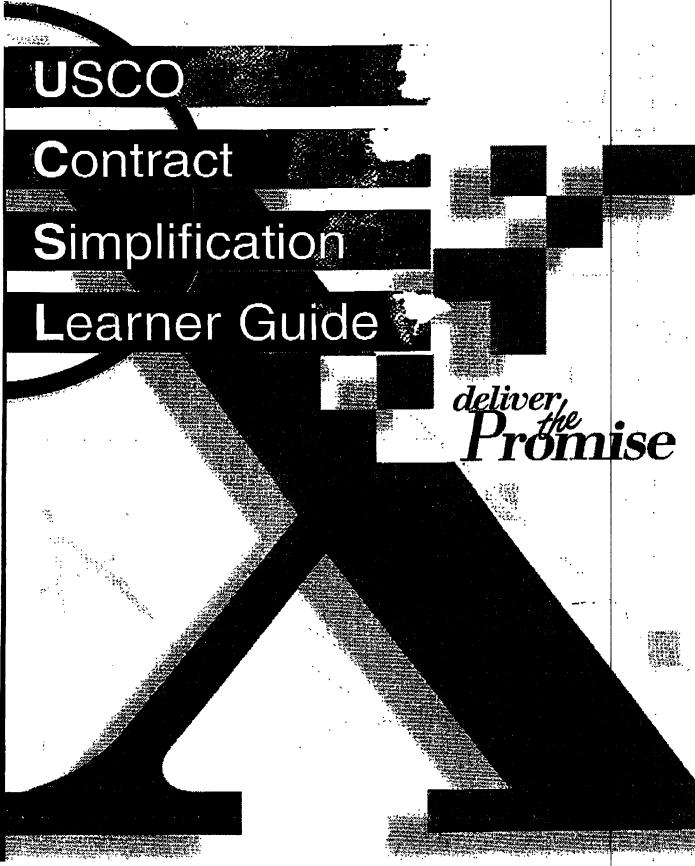


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Sale / Maintenance Agreement Highlights

Customer Information

- Be sure to use customer's legal name on line 1.
- TAX ID new field.
 - Required on all commercial financed transactions.
 - Eliminates the need for UCC forms.
 - Not the same as the sales tax exempt certificate number.
 - Get this information from the customer's controller,
 VP of Finance, or Accounts Payable contact.

Replacement / Modification of Prior Xerox Agreement

- New section used to change an agreement a customer already has with Xerox.
- Use MODIFICATION for: Use REPLACEMENT for:
 - Add-on Accessories Contract Substitutions
 - Upgrades OTP Transactions
 - Contract Extensions
 - Price Plan Changes

Maintenance Price Information & Adjustment Period

- New sections.
- Use them to describe Monthly Base Charge and Print Charges for any maintenance plan.
- Use Adjustment Period to reflect any changes in how the customer will be billed in the Initial months after install (such as for Warranty Buyouts or Prepaid Months for Lease agreements, or Supplies billed during the Warranty Period for Supplies & Maintenance contracts).

JANUARY 1997

USCO CONTRACT SIMPLIFICATION LEARNER GUIDE

Sale / Maintenance Agreement

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Customer Signature and Order Submission Requirements

Since the new agreements are no longer a "one-write" NCR form, there are some changes to the Customer Signature and Order Submission requirements:

AN ORIGINAL INK SIGNATURE IS REQUIRED ON ALL ORDER DOCUMENTS SUBMITTED FOR PROCESSING.

There are two ways to do this:

1. COPY IN ADVANCE METHOD:

Before leaving the office:

- Fill out as much of the order as possible;
- Make a copy of the cover sheet;

At the customer site:

- Fill in the rest of the order on both the copy and the original;
- Have the customer sign both the copy and the original in ink.

2. COPY AT THE CUSTOMER SITE METHOD:

At the customer site:

- · Fill out the entire order except for the signature
- Make a copy
- Have the customer sign both the original and the copy in ink.

Whichever method you use, be sure to:

- Leave the signed original, with terms and conditions attached with the customer;
- Submit the copy with the original ink signature to the Customer Business Rep for processing.

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Lease Agreement Highlights

Lease Information Section

- Use it to indicate term of the agreement.
- Interest Rate fields apply only to State or Local Government Customers or to Refinance transactions where disclosure is required.

Payment Information Section

 Purchase Option - write in fixed purchase option amount or FMV for Fair Market Value transactions.

Price Information Section

- Reflects amounts for the Lease payment and the maintenance component.
- Monthly Base Charge and Monthly Minimum Lease
 Payment are always the same unless it is a separately
 billed Cost Per Copy, with an Average Monthly Print
 Volume (AMPV) greater than zero.

Adjustment Period Section

 This section is used for Warranty Buyouts or Prepaid Months on the Lease Agreement. Section 1. Control of the section of

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JANUARY 1997

Example # 1 - Lease Agreement (Loudoun, Inc.)

Video Watch the video segment for Example # 1. When finished, STOP the tape to review the information here more closely.

Customer Information Summary

. ...

- The customer, Loudoun Inc. wants to lease a 5365FIN
- · The lease term is 60 months
- The Purchase Option Amount is \$3,000
- · Sue Sickle is the President of the company
- The customer's name and address is as follows:
 - Loudoun, Inc.
 - 150 South Avenue
 - Chicago, IL 60016
 - County: Cook
- The customer's Federal Tax ID # is: 001-20113-13
- The Customer Requested Install Date is: 2/15/97
- Per print charge is \$0.0102 (from the Price List)
- The Minimum Monthly Lease payment is \$1,078.15 (from Sale Range)

JANL	IARY	1997
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Lease Agreement for Loudoun, inc.

LEASE AGREEMENT				INT COMPANY
			XE	ROX
Customer's Lagari Name (58 to Lagaring, 195		Check oil that apply		
Name Overflow (if nandad)		Tax Except (Certificate A		
Street Address 150 South Avenu	M	Assoc./Coop. Name		
Bood/Rusting		Negotiated Contract # Attached Customer P.O. #s	· Supelier	
City. State Chiques		Lesse	· • • • • • • • • • • • • • • • • • • •	
Zap Code: 60016		State or Local Government	Customer	
Tex 104 001-20113-13		Int. Rate: % Tot		
Customer Name (Instalt) Landand, D.C.		Resistance Modification	of Prior Xerns Arrange	
Name Overflow (if needed)			Equipment Secial# for 95#)	
LANANINI IL Street Address 150 Sente Aven	¥		neplaced. Effective Des	
Floor/Room/Rouse	~	Çonumenta.	-	
City. Store Chicago		Crose information		
Zip Code 60016 -	4	Leuse Term: 60	meaths	
County Installed in County		Supplies unclassed on Be Refin. of Proor Agen't.		1 [] 3rd Party Eq.
Cistomer Requested Install Date 2/15/97			at Rate:	
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Lance Payment Information				
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with strail number, if in place equipment)	Cenna	Pryment Install Inter-	n inmail	
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1.078.15 : MINIMUM MONTHLY LEASI	E PAYMENT (end, of spoil	E. Laborat)		
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Sale Range Control Screen for Example #1 - Loudoun inc.

```
ISRP3101
             Sale Range Order Proposal Worksheet Controller 638015 DESCRIPTION: 5365 - Loudoun Inc Wkg
                                                                      01/21/97 16:00
 WORKSHEET:
                                                              Wksht Status OARDY
                           ORDER DT: 100996
 ORD EMP NO: L71P
                                                             Last Accessed 11/21/96
 COMMON EXCESS METER (Y/N): N SUPPLY IND (Y/N) : N
                                                              Release Date
 VAR IND (Aevar, Var, Xas)
                            CHANNEL CONT#:
                    BILL CD TRAN CPC
METER TYPE IND CONTRACT
5199 / 1 SNB N
                                                          ****** Order Totals ****
                                                                              28,525
27,115
                                                          * Target Rev
UNIT QTY PRODUCT
                                                   STATUS * 5/Rep Floor
                                                   OARDY * Manager Flr
     1 5365FIN
  1
                                                                               25,400
                                                          * Abv Rep Flr
                                                                               9,675
                                                            Tot Revenue
                                                                               53,0$9
                                                          * Prc Achymt
                                                                               14,1$0
                                                          * Sale Qtd Pr
                                                                               36,790
                                                          * Subtot Inv
* Tot Mon Pmt
                                                                               36,790
                                                                            1,078.15
         . . -
                                                               RECEIVE DATE:
                                                          CAPS SALE ORDER #:
                                                          CAPS RENT ORDER #:
SCROLL AMT: PAGE
                                                          CAPS CASH ORDER #:
Worksheet contains 1 line item
UNIT SELECTION:
                    (To Detail, Copy or Delete) CUSTOMER AWARD ACCT4:
NEXT SCREEN: EQUIPMENT
F01=Help F04=Prompt F05=Clear
                                         F09=Show
                                                         F10=Add Wksht F11=Change
             F13=Confirm F14=Copy
                                       F17-Next Scrn F18-Mossages F24-Release
F12=Delete
Informational messages have been generated. Press F18 to see them.
```

Sale Range Finance Screen for Example #1 - Loudoun inc.

```
Sale Range Order Proposal Finance Screen
15 UNIT: 1 of 1 Oty 1 Descripti
ISRP3107
                                                                            01/21/97 14:12
WORKSHEET: 638015
                                            Oty 1 Description 5365 - Loudoun Inc.
BILL CD/MT: 5199 / 1
                               Total Rem Bal
                                                                       CPC Ind N
FMV IND (Y/N): N
STANDARD RATE: 15.00
                                                                Product 5365FIN
PMS Comm Rev 36.790
******* Order Totals ****
                              REF? (Y/N): N RATE: 0.00
                                  Unit Fin Amt 36,790
                                  DOWNPAYMENT: 0
QUOTED RATE:
                   15.00
TERM (IN MTHS): 60
PREPAID MTHS: 0
                                                                                       28,525
27,115
25,400
9,675
53,059
                                                                * Target Rev
                                  CUSTOMER ED: 0
PREPAID MTHS:
                                                                * $/Rep Floor
                              CONSULTING SVC: 0
                 Ŏ.000
SLS TAX RATE:
                                SUPLY FIN AMT: 0
                                                                * Manager Flr
 *** Term Lease ****
                                EXTRA FIN AMT: 0
                                                                * Abv Rep Flr
 FURCH OPT AMT: 3.000
UPLIFT RATE: 2.00
SERVICE AMT: 220
                                Total Fin Amt 36,790
                                                                * Tot Revenue
                                                               * Prc Achymt
* Sale Otd Pr
                               Equip Mthly Pmt 1,078.15
Refin Mthly Pmt 0.00
                                                                                       14,180
36,790
36,790
 FLTRT WAR MTHS: 0
Fltrt War Amt 0
                               Unit Mthly Pmt 1.078.15
                                                                * Subtot Inv
                                                                * Tot Mon Pmt 36,790 ******
                                                                                    1,078.15
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List Pric Above Flr Adtl Warr Finance
                                                                            Other
                                                                 Cash
                                                    Trade
            9,675
   36,790
                                                                     D
Promo Avail/Used
                              0 / 0
NEXT SCREEN: EQUIPMENT
F01=Help F04=Prompt
                            F09=Show F11=Change
                                                          F17=Next Scrn
                                                                              F18-Messages
```

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JANUARY 1997

Example # 3 - Multiple Unit Cash Sale with Supplies & Maintenance Agreement (DiFlore Construction)

Video Watch the video segment for Example # 3. When finished, STOP the tape to review the information here more closely.

Customer Account Information

- · The customer's name and address is;
 - DiFlore Construction
 - 155 Pool Avenue
 - --- Lincoln, NE 78110
 - County: Lurell
- They want to Purchase two Cash Sale Units with Supplies included in the Base / Print Charges of their maintenance agreements.
- · The customer is purchasing the following equipment:

Unit	Maintenance Option	CRID
5328ZTAST	36 Month WarrantySupplies Included	1/4/97
5365FIN	 3 Month Warranty Supplies Included 48 month FSMA 	10/13/96

ZOI1 888 121

Sale / Maintenance Agreement for DiFiore Construction (Unit 1)

SALE / MAINTENANCE A	CDTEMENT		THE DOCUM	ENT COMPANY
			X	EROX
Costomer's Lagal Name (see to) QIFIo (S.	ioreitarion			
Name Overflow (if needed)		Tex Example (Curtificate	: Amiched)	
Street Address 155. Pag	L Avenue	Assoc./Coop. Name Negotiated Contents*	070025409	
Bood/Routing		C Americal Contamor B C		
City: State Linguis	NE	Sale	Maint	
Zip Code 78110	•	State of Local Governme	est Chinomer	1
Tax ID#		U Heplacoment/hladifier	islen of Prior Acrox Adresmo	8
Customer Name (Install)		' Agreemost sovering Xe	rex Equipment Serial# (pr 95#)	
11. 6 6 44 44			propleced Eliberary Duri	''
Installed at Street Address	SAME"	Comments September Seles 1210		d Int.
Floor/Roos/Routing		I Selection of the Control of the Co	mo.int, Rane4, 1999	
Cny. State*		Prepaid Invoice.		
		C Refin. of Prior Ager) 🛅 3rd Party Eq
Zip Code		Ame Refin: 5	int Rute: "A Total let F	
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Product Find place agreement from the place a	of Durant (Trees.)	Cust Wart # List Prior Inspett mo (Total)	Down Tetal Date Payment (inc. Tra	
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C - MONTHEY THET	ALLMENT SALE PAYMENT (OK	of maine imms)		
Maintenance Agreement Price Inform	nation 🔲 Adjustment Pe	riod (Maintenance Agreemes	at Only)	
	Period A - Mos. Affecte	d:	Perind R - Mry Affected:	•
Monthly Date Charge \$40.	Monthly Been Charge	2(Monthly Base Charge	5
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Sale Range Unit Summary Screen - Example #3 - Unit 1 - DiFlore Construction

ISRP3203 NP Order Proposa	l Worksheet Contract Unit Summary 01/15/97 1	2:59
WORKSHEET: 31/33 UNIT!	1 of 2 Bill Cd/Mt 5195 / 1 Unit Status C	ARDY
Contract ID 0/09364 02 1	ype BPA Cust COMMERCIAL TRANSACTION CONTRACT	
Tran type SNB Order Date	09/30/96 Dist Rep 80243C Frod 5328ZTAST Q	ty 1
Contract Balance	O Contract Price 9,8	15
Std/Qtd Amt 0	/ 0 Flexibility Cost	٥
unhout Awine	0 (Cash Discount)	0
Contr Warr D Addl D	Total 36 Sales Quoted Price 9,8	15
Addtl Warranty Value	0 (Net Trade-In)	0
Other	0 (Credit Usage)	Ö
Purch Opt Amt	0 (Invoice Award Amt)	Ō
Finance Rate Reduction	O Subtotal Invoice 9,8	15
Pre Paid Months Amt	0 Financed Amount	Ō
Order Credit Earned	0 Std/Qtd Rate 0.00 / 0.00 Term	36
Target-Revenue	8,485 Fin Monthly Payment Amount	0.00
Sales Rep Floor	8,025 CPC Monthly Payment Amount	10.60
Manager Floor	7,210 Total Revenue 10.6	55
Eq Comm Floor	6,435 Eq Comm Prc 10,665 FSMA	٥
Above Rep Floor	1,790 Finance 0 FMS	Ò
Floor Compare Amount	9,815 Price Achievement 3.3	10
Allocated Ach Price	09/30/96 Dist Rep 80243C Prod 5328ZTAST C 0 Contract Price 9,8 0 Flexibility Cost 0 (Cash Discount) Total 36 Sales Quoted Price 9,8 0 (Net Trade-In) 0 (Credit Usage) 0 (Invoice Award Amt) 0 Subtotal Invoice 9,8 0 Financed Amount 0 Std/Qtd Rate 0.00 / 0.00 Term 8,485 Fin Monthly Payment Amount 8,025 CPC Monthly Payment Amount 7,210 Total Revenue 10,665 FSMA 1,790 Finance 0 FMS 9,815 Price Achievement 3,38 9,815 Rem Bal 0 CPC BSO Amt Eq Achieved Price 9,81 F05-Clear F06-Menu F09-Show F17-Next the selected criteria and is being displayed.	0
NEXT SCREEN:	Eq Achieved Price 9 8	Ŕ.
F01=Help F04=Prompt	F05=Clear F06=Menu F09=Show F17=Nevt	garn
Information was found for	the selected criteria and is being displayed.	SCTII

Sale Range Unit Summary Screen - Example #3 - Unit 2 - DiFiore Construction

ISRP3203 NP Order Propose	Worksheet Contract Unit Summary 01/15/97	13:01
WORRSHEET: 51753 UNIT:	2 of 2 Bill Cd/Mt 5195 / 1 Unit Status	OARDY
Contract ID 0709364 02 1	Type BPA Cust COMMERCIAL TRANSACTION CONTRACT	
Tran Type SNB Order Date	Type BPA Cust COMMERCIAL TRANSACTION CONTRACT 09/30/96 Dist Rep 80243C Prod 5365FIN	Oty 1
Contract Balance	0 Contract Price 36	790
Std/Qtd Amt 0	/ 0 Flexibility Cost	lo
Buyout Value	0 (Cash Discount)	lo
Contr Warr 0 Addl (Total 3 Sales Quoted Price 36	790
Addtl Warranty Value	0 (Net Trade-In)	Τŏ
Other	0 (Credit Usage)	lā
Purch Opt Amt	0 (Invoice Award Amt)	lõ
Finance Rate Reduction	0 Subtotal Invoice 36	790
Pre Paid Months Amt	0 Financed Amount	٦٥
Order Credit Earned	0 Std/Qtd Rate 0.00 / 0.00 Term	\ 48
Target Revenue	28,525 Fin Monthly Payment Amount	To on
Sales Rep Floor	27,115 CPC Monthly Payment Amount	384.00
Manager Floor	25,400 Total Revenue 37	. 390
Eq Comm Floor	22,610 Eq Comm Prc 37,390 FSMA	775
Above Rep Floor	9,675 Finance 0 FMS	lõ
Floor Compare Amount	36,790 Price Achievement 14	. 180
Allocated Ach Price	36,790 Rem Bal O CPC BSO Amt	600
NEXT SCREEN:	Eq Achieved Price 36	. 740
F01=Help F04=Prompt	09/30/96 Dist Rep 80243C Prod 5365FIN 0 Contract Price / 0 Flexibility Cost 0 (Cash Discount) Total 3 Sales Quoted Price 36 0 (Net Trade-In) 0 (Credit Usage) 0 (Invoice Award Amt) 0 Subtotal Invoice 36 0 Financed Amount 0 Std/Qtd Rate 0.00 / 0.00 Term 28,525 Fin Monthly Payment Amount 27,115 CPC Monthly Payment Amount 27,115 CPC Monthly Payment Amount 25,400 Total Revenue 37 22,610 Eq Comm Prc 37,390 FSMA 9,675 Finance 0 FMS 36,790 Price Achievement 14 36,790 Rem Bal 0 CPC BSO Amt Eq Achieved Price 36 F05=Clear F06-Menu F09=Show F17=Net	et leem
Information was found for	the selected criteria and is being displayed.	
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